



MobileIron Company Fact Sheet

MobileIron is the security backbone for the digital enterprise, protecting corporate data across apps, networks, and clouds.

Modern Enterprise Computing

Traditional PCs and Windows-based tools are disappearing and employees are working on devices running modern operating systems like Android, iOS, and Windows 10. Enterprise data now lives in both corporate and consumer apps and cloud storage repositories.

Only enterprise mobility management (EMM) provides application and data security for these modern operating systems and, with MobileIron, enterprises have a powerful set of capabilities that improve data security.

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The MobileIron Platform

The MobileIron platform was built to secure and manage corporate data in a world where devices are used for both personal and professional activities. MobileIron incorporates identity, context, and privacy enforcement to set the appropriate level of access to enterprise data and services. With MobileIron, IT can secure corporate information wherever it lives while preserving employee privacy.

The MobileIron platform is composed of six integrated and distributed software components:

MobileIron Cloud/Core: a policy engine that allows IT to define security and management policies

MobileIron Client: software on the device to enforce those policies

MobileIron Sentry: an intelligent gateway that secures data as it moves between apps, clouds, devices, and the network

MobileIron Access: a security capability that allows IT to prevent users from accessing enterprise cloud services with an unsecured device or through unauthorized apps or browsers

MobileIron Bridge: the first solution to unify mobile and desktop operations for Windows 10 using a single console and communications channel

MobileIron End-User Services: secure email, enterprise app store, document security and management, and web browser

MobileIron has sold its solutions to more than 15,000 customers worldwide since 2009.

Mobile Security and Risk Review

MobileIron regularly publishes the Mobile Security and Risk Review, which highlights emerging threats and risks, including enterprise compliance failures, compromised devices, and data loss risks. The most recent report is available here:

www.mobileiron.com/securityandriskreview.

Key findings from the February 2017 edition:

- **Enterprise app adoption is real.** Nearly 80% of enterprises use more than 10 mobile business apps.
- **Employees rely on mobile for tasks once relegated to the desktop.** A list of the top 10 most popular business apps in the world includes Keynote, Numbers, and Word.
- **Enterprises need to improve mobile security hygiene.** 45% of companies did not enforce device policies and 44% had at least one missing device.

Recent Customer Case Studies

- **Porsche Informatk:** Provides employees with mobile business apps through MobileIron.
- **St. Joseph Health:** Protects patient data with MobileIron and Box
- **Frontier Airlines:** Increases on-board sales 25% using MobileIron and Wandera
- **Cepa:** Pre-configures devices to make employees more productive.

MobileIron, Inc. Headquarters

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Additional offices are located throughout the United States and in international locations, including the United Kingdom, Netherlands, Germany, Japan, and India.

Investors

- MobileIron is publicly traded on NASDAQ
- Ticker symbol: MOBL
- More information is available at investors.mobileiron.com

Second Quarter 2017 Financial Highlights

- Revenue was \$42.7 million, up 10% year-over-year
- Recurring revenue was \$31.9 million, up 15% year-over-year
- Gross billings were \$44.9 million, up 9% year-over-year
- Recurring billings, which represented 75% of gross billings, were \$33.7 million, up 11% year-over-year
- GAAP net loss per share was \$0.20; non-GAAP net loss per share was \$0.08
- Cash flow used from operations was \$3.8 million
- Cash and cash equivalents plus short term investments ended the quarter at \$89.2 million
- Surpassed 15,000 cumulative customers

Senior management team

- **Barry Mainz**, President and Chief Executive Officer
- **Simon Biddiscombe**, Chief Financial Officer
- **Suresh Batchu**, Co-Founder and CTO
- **Danny Fields**, SVP of Engineering and Chief Software Development Officer
- **Jared Lucas**, Chief People Officer
- **Ajay Mishra**, Co-Founder and Chief Customer Officer
- **John Morgan**, VP of Products
- **Santhosh Nair**, VP of IoT
- **Dilip Patel**, SVP of Customer Success
- **Jeff Ratzlaff**, VP of Business Development
- **Ojas Rege**, Chief Marketing and Strategy Officer

Employees

- More than 900 employees

Milestones

- Founded: 2007
- First Customer: 2009
- First Patent Granted: 2011
- First Service Provider Agreement: 2010
- Over \$100 Million in Revenue (56% from North America and 44% from International): 2013
- IPO: 2014
- Surpassed 10 million cumulative seats sold: 2016
- Generated operating cash flow: 2016

Distinctions and Recognitions

As of 2Q 2017, MobileIron has been granted 55 patents.

Gartner has identified MobileIron as a Leader for seven consecutive years¹ in the Magic Quadrant for Enterprise Mobility Management Suites (previously called the Magic Quadrant for Mobile Device Management Software)

MobileIron Government Cloud platform received FedRAMP Authority to Operate from the United States Postal Service

Granted EU-US Privacy Shield Certification from the US Department of Commerce

¹ Gartner, "Magic Quadrant for Enterprise Mobility Management Suites" by Rob Smith, Bryan Taylor, Manjunath Bhat, Chris Silva, Terrence Cosgrove, June 6